

## Message Text

UNCLASSIFIED

PAGE 01 LA PAZ 00735 252113Z

ACTION EB-08

INFO OCT-01 ARA-14 ISO-00 CAB-05 CIAE-00 COME-00  
DODE-00 DOTE-00 INR-07 NSAE-00 FAA-00 L-03 TRSE-00  
IO-14 /052 W

-----012522 261644Z /46

R 252047Z JAN 78

FM AMEMBASSY LA PAZ

TO SECSTATE WASHDC 9126

UNCLAS LA PAZ 735

E.O. 11652: N/A

TAGS: EAIR, BL

SUBJ: CIVAIR-USER CHARGE

REF: STATE 014804

1. SUMMARY. EMBOFF MET JANUARY 24 WITH COL. AROLDO CORTEZ, GENERAL MANAGER OF AASANA, TO DISCUSS THE PROPOSED INCREASES IN FEES PAID BY USERS OF BOLIVIAN AIRPORT AND AIR NAVIGATION FACILITIES. AS SUGGESTED IN REFTEL, AASANA LINKS THE INCREASES WITH WORLD BANK RECOMMENDATIONS (PAGE 21, PARA 6.08 OF WB REPORT NO. 1458B-BO) THAT SERVICE FEES BE RASIED. CORTEZ CLAIMS THE AMOUNT OF MONEY AVAILABLE TO AASANA FROM THE GOB CENTRAL BUDGET IS VERY LIMITED, AND THIS PRICE HIKE IS NECESSARY BOTH TO REPAY BORROWINGS UNDERS THE WORLD BANK'S \$25 MILLION AVAIATION DEVELOPMENT LOAN SIGNED IN JUNE 1977 AND TO PROVIDE THE RESOURCES NECESSARY FOR FUTURE INVESTMENT IN AIRPORT FACILITIES. THE SIZE OF THE INCREASE IS NEGOTIABLE, SAYS CORTEZ, BUT IF THE CARRIERS, IATA AND AASANA CANNOT AGREE DURING TALKS EXPECTED TO BEGIN ABOUT FEBRUARY 2 ON AN INCREASE ACCEPTABLE TO AASANA, THE FEE SCHEDULE ORIGINALLY PROPOSED WILL GO INTO EFFECT MARCH 6. THE APPLICATION OF THE NEW FEES HAS BEEN DELAYED UNTIL THAT DATE IN RESPONSE TO THE REQUEST OF INTERNATIONAL AIR CARRIERS SERVING BOLIVIA. END SUMMARY.

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2. IN THE COURSE OF A JANUARY 24 MEETING WITH CORTEZ, EMBOFF EXPLAINED USG PERCEPTION OF USER CHARGES AS COST-RELATED, AND NOTED THAT WE SHARED ICAO'S VIEWS ON THE UTILITY OF PRIOR CONSULTATIONS WITH CARRIERS. EMBOFF ALSO DREW ATTENTION TO ICAO SUGGESTIONS REGARDING THE PHASED APPLICATION OF LARGE INCREASES. CORTEZ ARGUED THAT CONSULTATION WOULD HAVE

MADE THE INTRODUCTION OF ANY INCREASES IMPOSSIBLE, AND THAT IN ANY CASE THE LEVELS FIXED IN THE NEW RULING WERE INTENDED AS A BASIS FOR NEGOTIATION WITH USERS. HE CLAIMED THAT BOLIVIA WAS FOLLOWING THE RECOMMENDATION OF THE WORLD BANK IN RAISING LANDING AND OTHER SERVICE FEES. WHEN IT WAS POINTED OUT TO HIM THAT THE BANK HAD APPARENTLY ANTICIPATED A SERIES OF SMALLER INCREASES (ANNEX 13, PAGE 1 OF WB REPORT NO. 1458B-BO) RATHER THAN A SIGNLE LARGE ONE, HE REPLIED THAT AASANA DID NOT CONSIDER THIS APPROACH TO BE PRACTICAL.

3. AS A RESULT OF A MEETING BETWEEN AIRLINE REPRESENTATIVES AND GOVERNMENT OFFICIALS, THE ENACTMENT OF THE NEW SCHEDULE OF FEES, WHICH WAS TO HAVE TAKEN EFFECT RETROACTIVELY TO DECEMBER 1, 1977, HAS BEEN DELAYED UNTIL MARCH 6, 1978. WE UNDERSTAND FROM BRANIFF THAT AN IATA DELEGATION WILL ARRIVE ABOUT FEBRUARY 2. TALKS WITH THE GOVERNMENT ARE EXPECTED TO BEGIN AS SOON AS POSSIBLE THERAFTER.

4. ACTION REQUESTED: PLEASE SUPPLY EMBASSY AS SOON AS POSSIBLE WITH ICAO DOCUMENT 9022-C/1015 MENTIONED IN REFTEL. WE ARE PARTICULARLY INTERESTED IN ICAO AND DOT VIEWS REGARDING USER CHARGES AS A SOURCE OF FINANCING FOR THE IMPROVEMENTS OF AIRPORTS AND AIR SERVICES.  
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## Message Attributes

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**Review Markings:**  
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